

JEWELERS TACKLE TRADE PROBLEMS

One Speaker Would Have Gems Shown on Women's Fashion Pictures.

KANSAS CITY IS IN LEAD

Fair Representative of Community Is Electioneering—Social Pleasures Enjoyed.

Another septet of addresses featured the second day of the jewelers' convocation at the Jefferson. With formalities and introductions disposed of the day before, the convention settled in earnest yesterday to consideration of the problems with which national trade meetings of this nature attempt to deal.

Sharing popular interest with the discussion was the lobby gossip concerning the probable personnel of next year's officers and the choice of the 1912 convention city. A tentative caucus held in one of the committee rooms showed an overwhelming sentiment in favor of re-electing all the executive officers. This is felt to be a high tribute to the administration of President Roberts and his staff, who have piloted the organization through a year unexampled in accomplishment and progress. There is practically no opposition to this plan, a thorough canvass failing to produce a single likely candidate.

Will Be One Change.
The election of officers, which takes place this afternoon, will in all likelihood see the re-election of the entire slate, with the exception of Oliver M. Artes, the present treasurer, who has retired from the retail to enter the wholesale jewelry business. His place will probably be filled by the election of J. R. Stebbins, of Ashland, Ohio, to the treasurer's office. He is at present a member of the executive committee, and seems by far the most likely candidate for the place.

In the race for the next meeting place Kansas City has her nearest competitor, Cedar Point, Ohio, taking the lead. Both are making a strong fight for the honor, and sentiment is fast crystallizing in favor of the choice of one of these two cities. Cedar Point has placarded the lobby and booths with alluring multi-color posters, showing the wondrous waves of Lake Erie, which endlessly lave the "finest bathing beach in the world," the luxurious hotels which fringe the beach and the magnificent steamers that ply to and fro from the city. Everything is shown on the poster but the actual breezes, and a glance at the rakish skirts of the bathing girls that are pictured leave not even this to the imagination.

Has Girl on Job.
Kansas City has won a contest one better, with an actual living breathing, summer girl on the field of battle. She stands guard all day at the entrance to the convention hall, and wily indeed is the delegate who escapes being bothered by the fair booster of the Kansas town. She dispenses sundry souvenirs, puzzles and pins one day and flowers the next, and every man thus buttonholed and presented realizes that to vote for any other city than the one which has placed her there would be decidedly unchivalrous. It seems to be a question of the girl or the picture, with the odds on the girl.

A decidedly novel idea, and one that elicited the greatest discussion and support during the day, was launched by Frank H. Robertson, ex-president of the Oklahoma Retail Jewelers' Association, who opened the morning session with an address on "Ideas and Ideals." Analyzing the convention idea, he developed the fact that it is only common fallings and common dangers that bring together the business men together to consult one another with regard to matters affecting their common welfare. When a man has a good thing he does not instinctively seek to share it with others. He defends it himself. It is only his discomforts and grievances that the individual is inclined by nature to share with his fellows. A national association of jewelers, like other affiliated trade groups, must seek then to remedy the disadvantages and evils under which its business is conducted. One of the greatest of these, he said, is the failure on the part of magazine editors, writers and illustrators to give the jewelry business its fair share of advertising.

Should Show Jewelry.
"You have noted," he said, "that in the various periodicals dealing with fashion journals, where illustrations appear setting forth the modish costumes of the day, there is rarely ever a hint of jewelry shown. The costume in all other particulars is scrupulously exact, and this omission of jewelry, thought to be in good form and in keeping with the costume for the occasion intended, is so constant as to excite a suspicion that it is studied. What is the result? The reader accepts these illustrations as correct, and the omission raises the natural doubt as to the good form of jewelry, and unconsciously induces the conviction that jewelry should not be worn on the occasion for which the gown is intended."

The mere omission of appropriate jewelry in the illustrations of the pop-

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EVERYTHING MUSICAL

ular magazines, according to Mr. Robertson, is to be charged with the general idea that all jewelry is taboed. As a matter of fact, he said, no correct gown woman is ever without jewelry of some description. The fallacy must be corrected at once if the jewelry is to be given the same fair publicity that is accorded the dealers in the other articles of dress that contribute to the complete costume. Mr. Robertson advocated decisive action on this question to the end that pressure be brought to bear on magazine editors and illustrators to correct this form of injustice. That the idea is a valuable one was apparent from the discussion it received on the floor of the convention.

Are Interdependent.
The manufacturers' side was given expression by C. H. Ribbets, vice-president of the International Silver Company. He made the second address of the morning, speaking on "The Silver Age." He emphasized the interdependence of the manufacturer and retailer, and the vital way in which success or reverse of the one branch are instantly reflected back to the other. The reputable manufacturers, he said, are in hearty accord with the retailers in the matter of maintaining a proper price level.

The Jewelers' Viewpoint. was the subject of an address by George H. Edwards, of Kansas City, president of the National Wholesale Jewelers' Association. He expressed himself as in favor of the idea of including in the speakers of a convention like this men who represent the other branches of the industry, such conventions afford a necessary forum in which to give expression to differences, and in which these differences may be adjusted. The interests of the wholesaler and those of the retailer, he said, are identical. What affects one affects the other. The one crowning evil in the jewelry business to-day, in his opinion, is the system of long-time settlements. The jeweler who buys on long credits to-day is doomed in the struggle for existence. The retailer must learn the value of cash, for the day of long credits is gone, and to persist in it means ruin. Price cutting, he said, will not cure the department store objection. The way for a jeweler to combat it is to handle none but the most reliable branded goods in the market, and by superior service and undeviating honesty draw the best class of trade to himself.

Other Efforts Made.
The other three addresses of the morning session were "The Goldsmith and Jeweler," by J. H. Milhening, of Chicago, president of the J. Milhening Company, goldsmiths; "The Jewelers' Security Alliance," by James H. Noyes, of New York, and "The Retailer From the Manufacturer's Standpoint," by George H. Holmes, of Providence, president of the New England Jewelers' and Silversmiths' Association, an organization representing a capital wealth of more than \$100,000,000.

An executive session took place from 3 to 4 o'clock in the afternoon, from which all but retail jewelers were excluded. It was presided over by National Vice-President T. L. Combs, and was given up to the informal discussion of various projects proposed by the delegates and officers. No decisive action was taken on any of the "ten vital subjects" down for consideration at this time, and public sessions were resumed at 4 o'clock, with an illustrated lecture by Leon De Machy on the diamond mines of South Africa. The lecture was given under the auspices of J. R. Wood & Sons, of New York, who have a diamond cutting and polishing plant on exhibition at the convention.

Mr. De Machy, who is assistant manager of the Deutchspan Diamond mine, located in the famous Kimberly region, brought to his hearers a knowledge born of first hand experience. The motion picture machine for some reason persisted in getting out of order, and the pictures were rather unsatisfactory. They showed the various operations employed in the diamond mining industry—the drilling,

SCENES AND LEADERS IN MOROCCAN TROUBLE



General view of Tangier, the principal city of Morocco.



Gate of Fez in the city of Tangier.

blasting, washing, sorting and classifying of the precious crystals. The lecturer, a native of France, spoke with a delightful accent, which added zest to his unusual subject. His account of the discovery of the famous Kimberly mines in 1871 was extremely interesting, as were also his descriptions of conditions and customs in the Kafr country. The lectures on the diamond industry in South Africa, with the fortunes it has made and unmade, will be continued to-day.

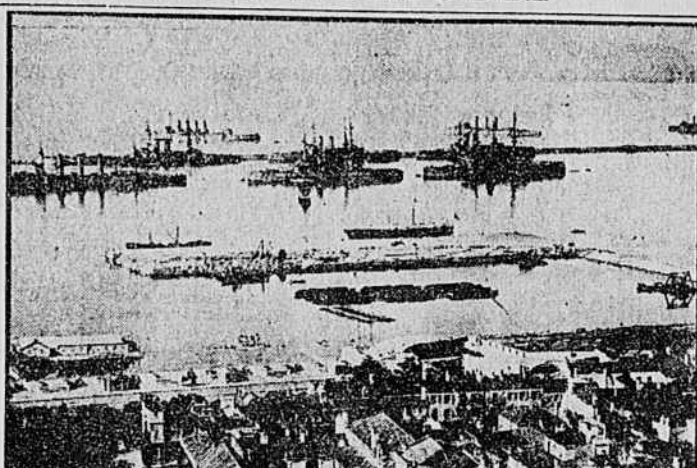
A special lecture is scheduled for this evening in the auditorium for the benefit of the public not able to attend in the afternoon. This lecture will begin at 8 P. M.

Dinner Is Given.

The big social event of the convention occurred last night between the hours of 8 and midnight, when the delegates were entertained at a dinner tendered by the city of Richmond. Speeches were made by President H. W. Wood, of the Chamber of Commerce, Mayor Richardson, Governor Mann, President Roberts, of the National Jewelry Association, Colonel Shepherd, of New York, and Senator Zillike, of West Virginia. A song program followed, in which delegates of the convention participated, this feature of the evening closing with the singing of patriotic Southern and national songs by the whole assembly. An informal buffet luncheon followed, after which the door was cleared for dancing.

The exhibits of the various manufacturers continue to attract large crowds. Among the most remarkable of all the displays is that of Powers & Mayer, of New York, who, in the space of one room, have on exhibition more than half a million dollars' worth of diamonds and precious stones. This firm has by far the most expensive exhibit of the entire convention, and is attracting wide attention. The display of pearls, is especially fine, several of the necklaces on exhibition being priced at \$15,000 to \$25,000. With so much wealth exposed to the public, extraordinary precautions have been taken against robbery. Only two persons are permitted to inspect the exhibit at one time, and all inspections take place by special appointment.

The auto tours which had been



Part of the British fleet assembled at Gibraltar. The strained situation between Germany and France resulting from the Moroccan situation has been reflected in the orders issued to the British warships to prepare for emergencies. (Copyright, American Press Ass'n.)



Kaiser Wilhelm at military review, talking with some of his officers.



One of the most prominent figures in the situation which has arisen between France and Germany in respect to Morocco is Jules Cambon, representative of France at the court of Berlin.



Baron von Kiderlin-Waechter, foreign secretary of the German Empire, and the leading spirit in Germany's aggressive policy in Morocco. (Copyright American Press Ass'n.)



Admiral Von Tirpitz, the German minister of marine, who will be one of the chief reliances of Germany in case of serious trouble with France over Morocco.

SENATOR LODGE FORGETS NUMBER

Central Won't Tell, and He Has to Beat It Home in Taxicab.

[Special to The Times-Dispatch.]
Washington, D. C., August 2.—When the hot days hit Washington a month or two ago many members of Congress attired themselves in white linen suits, stuffed their pockets with Havana cigars, took to the cloakroom and began to take life easy by making fun of their colleagues. Some of the stories they tell are true—indeed, most of them are. But those which are not are interesting nevertheless because of the personality of the men they concern. The reputation of Senator Henry Cabot Lodge for his scholarly habits and his literary attainments is known the world over. The Massachusetts Senator, it is said, prefers to read sixteen chapters of Greek every morning, while other mortals are taking their daily plunge. To him Greek is just as essential as a soft-boiled egg and the roll and coffee that is served out for breakfast to the average American citizen. But he is very forgetful. He is worse than that.

Up where the Hon. Henry Cabot lives there is a telephone. It has a number, of course, but the public does not know it. Only the Hon. Henry Cabot and a few chosen friends know the mysterious combination of figures that will put you in touch with him. At any rate, Senator Lodge was due to give a formal dinner a year or two ago, and something occurring to him about which he wished to confer with the members of his household, he went to the phone and picked up the instrument. But, alas, he had forgotten his number. Central told him very politely that it was an unlabeled phone and that it was against the rule to give it. He protested. He was a Senator, he said, and a mighty big man, too. He begged all he knew how, but central was stubborn. He could not move her, and the result was that Mr. Lodge had to hire a taxicab and beat it home, all because that wonderful intellect of his was asleep at the switch. Next day he sent for the telephone man and told him to give him a number, and give him one that he could remember. After that he never had any trouble.

Two Southern members were giving each other a day or two ago when one of them got this off on his colleague from the wilds of Texas: "Soon after Blank came to Congress," said Congressman A. "I was down in B's district, mixing around among his friends. I had known some of them during my boyhood days, just as I had known my friend B. here. Chancing to get into one of the most rural of Texas districts, and I will say it was pretty bad at that one of B's friends, who had for the time the track of him, said: 'Where is B?' 'I haven't heard of him in a long time.' 'In Congress,' I answered. 'Well, that's pretty bad. How long is he in for?'"

But the Texas man was not to be outdone, and the way he came back at his tormentor is told about this way: "That's all true, but this fellow from Alabama, what about him? I was down there not so long ago, and I was passing through a part of his district, which is in the mountains. I stopped at a cabin on the brow of a hill for the night. Talking about various things, with nothing better to do, I said: 'Have you seen any Congressmen around here lately?' To this the old lady replied: 'Well, fine old man was out hunting a month or two ago and shot two or three, and if they ain't been moved their skins is hanging up on the back piazza now.'"

P. H. McG.

"B's" Celebrate Return.
Reviving memories of the days recently spent at Camp William Richardson, near Hager City, Minn., B. of the Richmond Blues, last night celebrated its safe return from the seat of war by a smoker given at the Hermitage Golf Club. Everybody was present, with a few visitors. Every man had a little to say and much to eat, and all were satisfied and happy when they had finished reminiscent tales. It was close upon the hour of midnight when the banqueters left for their homes, and there was not much for sublimation.

HE IS THREATENING TROUBLE



Mohammed Ali Mirza, ex-Shah of Persia, deposed in 1908, who has re-entered Persia after a sojourn in Russia, and who threatens to make serious trouble for the government of his own nation and adjacent countries. (Copyright, American Press Ass'n.)

WATER PROBLEM HAS BEEN SOLVED

Overcomes All Obstacles and Now Has Plentiful Supply.

Charlotte, N. C., August 2.—Overcoming obstacles that might well have dismayed a city thrice its size, Charlotte has conquered the forces of nature, and by artificial means has solved the water supply problem. To-night a generous supply of pure water is flowing through the mains, the sewerage system is complete, and the means of fire protection are more adequate than before the water was shut off last Friday.

The big reservoir, holding 3,000,000 gallons, is full; Stewart's Creek is flowing 300,000 gallons into the settling basins, while water trains from the Catawba, on regular schedule, augmented by the supply from neighboring towns, bring the daily supply from outside sources to nearly 2,000,000 gallons a day. Connection was made to-day with Briar Creek, which will furnish nearly 1,000,000 gallons daily, and this will be held in reserve in the event of continued drought.

Reports from outlying points indicate little improvement, so far as crops are concerned, or in the prospects of the towns that are facing water problems, but from to-morrow Charlotte people will have forgotten that they ever experienced the inconvenience of a water famine.

Situation Very Grave.

[Special to The Times-Dispatch.]
Alexandria, Va., August 2.—With a ten days' supply of water on hand this city to-night faces a water famine. The situation is very grave. Rain will be the only salvation. The water company has reduced its pressure, and many people to-day were unable to get water above the first floor.

Has Ample Supply.

[Special to The Times-Dispatch.]
Lynchburg, Va., August 2.—Although the supply in the city's storage reservoir in the Pedlar River, twenty-two miles from town, is lower now than at any time since the new system was put into commission four years ago, there is water sufficient to take care of the city for 120 days without another drop entering the big dam. The water has dropped twenty-two inches below the spillway since July 18, when it flowed half an inch over it. Lynchburg people are permitted to waste water at their pleasure, and every night for more than six hours the two reservoirs in the city overflow.

Prayers Are Asked.

Columbia, S. C., August 2.—E. W. Dabbs, president of the South Carolina Farmers' Union, has issued a call to "all ministers of the gospel and officers of all churches and devout men and women" in the State, requesting that next Sunday be set aside as a day of prayer for rain, as information from many sections of the State tells of prevailing drought, which in some localities is as bad as the drought of 1881.



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Place	Ther.	H. T.	Weather.
Ablene	80	82	Clear
Albany	78	80	Cloudy
Asheville	68	78	Rain
Atlanta	72	80	Cloudy
Atlantic City	72	80	Cloudy
Boston	62	64	Cloudy
Buffalo	72	86	Rain
Charleston	78	84	Cloudy
Denver	76	88	Clear
Duluth	68	74	Cloudy
Galveston	84	86	Cloudy
Huron	64	72	Rain
Indianapolis	78	80	Cloudy
Jacksonville	80	86	Cloudy
Kansas City	84	86	Clear
Knoxville	74	82	Rain
Louisville	76	80	Cloudy
Memphis	82	84	Clear
Mobile	80	86	Cloudy
Montreal	76	78	Cloudy
New York	80	88	Cloudy
New Orleans	78	90	P. cloudy
Norfolk	78	90	Clear
North Platte	80	84	Cloudy
Oklahoma City	86	90	P. cloudy
Pittsburg	80	88	Cloudy
Raleigh	80	90	Clear
Savannah	78	86	Cloudy
San Francisco	64	58	Cloudy
Spokane	78	78	P. cloudy
Tampa	76	86	P. cloudy
Washington	80	88	Rain
Wilmington	80	86	Clear
Wytheville	74	82	P. cloudy

Place	Ther.	H. T.	Weather.
Sun rises	5:16		
Sun sets	7:16		
Morning	11:34		
Evening	11:39		